#### NO. 77985-6

#### SUPREME COURT OF THE STATE OF WASHINGTON

# HERBERT NELSON, on his behalf and on behalf of all others similarly situated,

Respondent/Appellee,

v.

APPLEWAY CHEVROLET, INC., a Washington corporation, d/b/a APPLEWAY SUBARU/VOLKSWAGEN/AUDI, APPLEWAY ADVERTISING, APPLEWAY AUDI, APPLEWAY AUTOMOTIVE GROUP, APPLEWAY CHEVROLET LEASING, APPLEWAY GROUP, APPLEWAY MAZDA, APPLEWAY MITSUBISHI, APPLEWAY SUBARU, APPLEWAY TOWING, APPLEWAY TOYOTA, APPLEWAY VOLKSWAGEN, EAST TRENT AUTO SALES, LEXUS OF SPOKANE, OPPORTUNITY CENTER, and TSP DISTRIBUTORS; and AUTONATION, INC., a foreign corporation,

Petitioners/Appellants.

RESPONDENT/APPELLEE HERBERT NELSON'S RESPONSET TO AMICI CURIAE BRIEF OF CAMP AUTOMOTIVE, INC. AND LITHIA MOTORS, INC.

TOUSLEY BRAIN STEPHENS PLLC Kim D. Stephens, WSBA #11984 Max E. Jacobs, WSBA #32783 Kimberlee L. Gunning, WSBA #35366 1700 Seventh Avenue, Suite 2200 Seattle, Washington 98101 206.682.5600 PHILLABAUM, LEDLIN, MATHEWS & SHELDON, PLLC Brian S. Sheldon, WSBA #32851 421 W. Riverside Avenue, Suite 900 Spokane, Washington 99201-0418 509.838.6055

Attorneys For Respondent/Appellee

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#### I. INTRODUCTION

The argument of Amici, Camp Automotive, Inc. and Lithia Motors, Inc. (collectively, "Camp and Lithia"), suffers from the same infirmities as that of Petitioners. Both misstate the issues before this Court and the facts before the trial court in their respective lawsuits. And, neither Camp and Lithia nor Petitioners provide this Court with reason to conclude that the Superior Court erred when it held RCW 82.04.500 prohibits retailers from assessing B&O tax on individual transactions and collecting B&O tax directly from consumers. Nor do Camp and Lithia present any argument or authority compelling the conclusion that the Superior Court abused its discretion when it certified the Class pursuant to CR 23(b)(2).

In the interest of brevity, Mr. Nelson will not restate the points in his previous briefing on appeal, which responds to most issues raised by Amici. Rather, Mr. Nelson takes this opportunity to address new issues raised by Camp and Lithia.

#### II. ARGUMENT

A. Amici's "Statement of Facts" Is Not Supported By the Record, Nor Is Its Attempt To Distinguish Its Itemization and Collection of B&O Tax From Appleway's Illegal Practice

Camp and Lithia's "Statement of Facts" is not supported by the record in the trial court. Camp and Lithia claim without citation that their business practice was to "disclos[e] a negotiable B&O charge to customers during the course of negotiating a purchase price." *See* Amici Curiae Br. at 3. With regard to Mr. and Mrs. Johnson, plaintiffs in the suit against Camp and Lithia, Camp and Lithia assert without citation that "a B&O

charge" was "disclosed" "[d]uring the pre-sale negotiation process" and that the "B&O charge" was "subject to negotiation before the Johnsons and Camp reached agreement on both the final purchase price and the components of that price." Amici Curiae Br. at 1.

Camp and Lithia's allegations regarding the facts of the Johnsons' case and regarding Camp and Lithia's business practices generally are not supported by any record before this Court. In the proceeding against Camp and Lithia filed in Spokane County Superior Court, *Johnson v. Camp Automotive, Inc.*, Case No. 05-2-05059-9, Camp and Lithia never filed any responsive pleading to the Johnsons' complaint. The only pleading on file is the Johnsons' complaint, which describes the transaction as follows: "[a]fter agreeing on the vehicle price with Defendants' sales agents, Defendants drafted a purchase agreement, which added to the sales price of the vehicle, among other things, a charge for Defendants' B&O tax, and a charge for sales tax on the B&O tax." The record before this Court does not support Camp and Lithia's unsubstantiated allegations.

Generally, this Court's review is limited to those issues actually ruled upon by the Superior Court. *See* RAP 2.5 (appellate courts may refuse to review errors not raised in the trial court, with exception of

<sup>&</sup>lt;sup>1</sup> See Appendix A (case docket for Johnson v. Camp Automotive, Inc., Spokane Superior Court Case No. 05-2, available from the Washington courts website at: http://dw.courts.wa.gov/index.cfm?fa=home.casesummary&casenumber=05-2-05059-9&searchtype=sNumber&crt\_itl\_nu=S32&cc=INJ&fd=2005-10-19).

<sup>&</sup>lt;sup>2</sup> See Appendix B (Complaint for Declaratory and Injunctive Relief and Unjust Enrichment Damages) at ¶ 1.3.

jurisdictional and constitutional issues and failure to establish facts upon which relief may be granted); *Walker v. Munro*, 124 Wn.2d 402, 414, 879 P.2d 920 (1994) (Washington courts do not issue advisory opinions). Moreover, "[o]n review of an order granting or denying a motion for summary judgment the appellate court will consider only evidence and issues called to the attention of the trial court." RAP 9.12.

Appleway similarly claimed, without the benefit of a supporting record, that Class members *may* have negotiated whether the B&O tax should be "backed out" or *may* have negotiated a price cut to offset the B&O tax. *See, e.g.*, Appellants' Br. at 47–48. The Superior Court correctly held that individual negotiations with consumers — or what both Appleway and Amici characterize as "disclosure" — were irrelevant to the issue of whether assessing and collecting B&O tax directly from consumers violates Washington law. *See* RP 56:18–21 (8/13/04 Hearing) ("You might have the absolutely best disclosure policy you can imagine and it doesn't make an illegal practice legal."). Similarly, this Court should reject Camp and Lithia's attempt to deflect attention from the real issue here: whether levying the B&O tax directly on consumers is contrary to Washington law.

Amici's unsubstantiated attempts to supplement the record are improper and irrelevant.

# B. Amici Fail to Show That the Superior Court Abused its Discretion By Certifying the Class Pursuant to CR 23(b)(2)

Camp and Lithia do not dispute that the Superior Court's class certification ruling was a fact-dependent determination, reviewed by this

Court for abuse of discretion. See Supplemental Br. of Respondent/
Appellee Herbert Nelson at 16 (citing Lacey Nursing Ctr., Inc. v. Dep't of
Revenue, 128 Wn.2d 40, 47, 905 P.2d 338 (1995)). Rather, Camp and
Lithia claim that the Superior Court misinterpreted Washington case law
interpreting CR 23(b)(2) when it certified the Class. While Camp and
Lithia's argument generally mirrors that of Appleway, it makes two
additional points which must be addressed.

First, Camp and Lithia appear to argue that Mr. Nelson should have sought certification of "a class of *prospective* purchasers." *See*Amici Curiae Br. at 4 (emphasis added). But, a class of *prospective*purchasers of vehicles from Appleway — assuming that such a class could be identified — would likely have no standing to pursue any claim against Appleway, given that they had suffered no injury. Moreover, such a class would likely have no standing to seek declaratory relief as to the illegality of Appleway's business practice given that any controversy between Appleway and *prospective* purchasers would be highly speculative at best. The unidentifiable class composed solely of prospective purchasers who might suffer harm from illegal B&O assessments in the future that Camp and Lithia proposes simply makes no sense.

Second, Camp and Lithia focus on language in the Court of Appeals' decision in *Sitton v. State Farm Mut. Auto. Ins. Co.* they suggest requires plaintiffs seeking CR 23(b)(2) certification to establish that plaintiffs seek a "group remedy." *See* Amici Curiae Br. at 6 (citing *Sitton*, 116 Wn. App. 245, 63 P.3d 198 (2003)). Camp and Lithia argue that because individual Class members may receive individual awards of

monetary relief, any remedy sought by the class is not a "group remedy" as called for by *Sitton. See id.* 

Amici's reading of *Sitton* and the legal principles underlying that decision are incorrect. Camp and Lithia seem to confuse "individual" claims and damages with "individualized" claims and damages. The "incidental damages" rule laid down in *Sitton* forbids the latter, but not the former. And, based on the record before it, the Superior Court held that determination of Class members' damages here does not turn on individualized factual or legal issues. *See* RP 103:20 – 104:2 (8/13/04 Hearing) ("Here my interpretation is what's being requested is: Here's a class member, here's the documentation they signed. Here is the item on the B&O line and the B&O 'sales tax.' That is the damage and in my view it is fairly simple and easy to ascertain. It would not preclude a (b)(2) certification or require a (b)(3) certification.").

The authoritative treatise on class action practice supports this reading of CR 23(b)(2). See Alba Conte & Herbert Newberg, Newberg on Class Actions § 4.17 (4th ed. 2002) ("Monetary relief 'predominates' under Rule 23(b)(2) . . . when the monetary relief being sought is less of a group remedy and instead depends more on the varying circumstances and merits of each potential class member's claim.").

The Superior Court did not abuse its discretion when it certified the Class pursuant to CR 23(b)(2), based on the facts in the record and on Washington case law. Amici provide this Court with no reason to conclude that the Superior Court's class certification decision should be reversed.

#### III. CONCLUSION

Mr. Nelson respectfully requests that the Court affirm the Superior Court's summary judgment and class certification orders, and remand this case to the Superior Court with instructions that this matter proceed consistent with those orders.

RESPECTFULLY SUBMITTED this 6 day of October, 2006.

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### CERTIFICATE OF SERVICE

I, Juliet Albertson, declare and say as follows:

- I am a citizen of the United States and resident of the state of Washington, 1. over the age of 18 years, not a party to the above-entitled action, and am competent to be a witness herein. My business address and telephone number are 1700 Seventh Avenue, Suite 2200, Seattle, Washington 98101, 206.682.5600.
- On October 6, 2006, I caused a true and correct copy of the foregoing 2. do the

ocument to be personally delivered to t e addresses listed below.	he fo	llowing parties in the manner indicated at
Brian S. Sheldon PHILLABAUM, LEDLIN, MATHEWS & SHELDON, PLLC 421 West Riverside Ave., Suite 900 Spokane, WA 99201-0418 Fax: 509.625.1909		U.S. Mail, postage prepaid Hand Delivered via Messenger Service  Overnight Courier Facsimile Electronic Transmission
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	Attorneys for Amicus Curiae Association of Washington Business					
	I declare under penalty of perjury	unde	er the laws of the state of Washington that			
the	foregoing is true and correct.					
	EXECUTED at Seattle, Washington, this day of October, 2006.					
	( Solo rose)					
	Juliet Aibertson					
	•					



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### Superior Court Case Summary

Court: Spokane Superior Case Number: 05-2-05059-9

Sub	Docket Date	Docket Code	Docket Description	Misc In
1	10-19-2005	SMCMP	Summons & Complaint	
2	11-10-2005	NTAPR ATD0001	Notice Of Appearance Swindler, Geoffrey D.	
2.1	02-14-2006	ORTSC	Order To Show Cause 03-15-2006 @ 9 Am	
2.1	02-14-2006	ORTSC JDG0035	Order To Show Cause Judge Ellen Kalama Clark Id#70	
3	02-22-2006	NTSBC	Notice Of Substitution Of Counsel 03-15-2006 @ 9 Am	
3	02-22-2006	NTSBC JDG0035	Notice Of Substitution Of Counsel Judge Ellen Kalama Clark Id#70	
4	03-13-2006	ORTSC JDG0035	Order To Show Cause Judge Ellen Kalama Clark Id#70	05-17- 2006TF
5	03-14-2006	AFSR	Affidavit/declaration Of Service 3-7-2006 Camp Automotive Inc	
6	03-23-2006	DCLR	Declaration Svr 03- 16-06	
7	05-16-2006	MMATH	Memorandum Of Authorities Support	
8	05-16-2006	MT	Motion Stay Proceedings	
9	05-16-2006	ORSP	Order For Stay Of Proceedings	

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Proceedings

Judge Ellen Kalama

Clark Id#70

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THOMAS R. FALLQUIST SPOKANE COUNTY

## IN THE SUPERIOR COURT FOR THE STATE OF WASHINGTON IN AND FOR SPOKANE COUNTY

MARCIA JOHNSON and THERON JOHNSON, a married couple, on their behalf and on behalf of all others similarly situated,

Plaintiffs,

- |

v.

CAMP AUTOMOTIVE, INC., a Washington Corporation, d/b/a CAMP CHEVROLET CADILLAC, and LITHIA MOTORS, INC., an Oregon Corporation, individually, and as representatives of a class of motor vehicle dealers in Washington State itemizing and charging B&O Tax and B&O Sales Tax,

Defendants.

**CLASS ACTION** 

05205059-9

NO.

COMPLAINT FOR DECLARATORY AND INJUNCTIVE RELIEF AND UNJUST ENRICHMENT DAMAGES

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Plaintiffs Marcia Johnson and Theron Johnson bring this action on their behalf and on behalf of all other similarly situated individuals and entities for declaratory and injunctive relief and for incidental monetary damages against Defendants and the Defendant Class who itemize and collect the Washington State Business and Occupation Tax ("B&O Tax") on the sale of motor vehicles, parts, merchandise, or services in Washington State.

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#### I. FACTUAL BACKGROUND

- 1.1 On July 10, 2004, Plaintiffs Marcia Johnson and Theron Johnson purchased a vehicle from Camp Automotive, Inc., d/b/a Camp Chevrolet Cadillac ("Camp Automotive") in Spokane, Washington. Upon information and belief, Defendant Camp Automotive is a whollyowned subsidiary of Defendant Lithia Motors, Inc.
- 1.2 After agreeing on the vehicle price with Defendants' sales agents, Defendants drafted a purchase agreement, which added to the sales price of the vehicle, among other things, a charge for Defendants' B&O Tax, and a charge for sales tax on the B&O Tax ("B&O Sales Tax").
- 1.3 Upon information and belief, Defendants and the Defendant Class itemize and collect B&O Tax and B&O Sales Tax on all transactions, including the sale of cars, parts, merchandise, and service. Upon information and belief, Defendants and the Defendant Class itemize and collect B&O Tax and B&O Sales Tax in a concerted and systematic manner.
- 1.4 Defendants and the Defendant Class are prohibited by statute from itemizing and collecting B&O Tax and B&O Sales Tax from Plaintiffs and the Plaintiff Class.

#### II. PARTIES

#### 2.1 Plaintiffs:

- Marcia Johnson and Theron Johnson are husband and wife residing in Spokane County, Washington. Mr. and Mrs. Johnson purchased an automobile from Defendants Camp Automotive and Lithia Motors, Inc., in Spokane County, Washington.
  - 2.2 Defendants:
- Camp Automotive, Inc., is a Washington corporation doing business as Camp Chevrolet Cadillac.
- Lithia Motors, Inc., is an Oregon corporation doing business in the state of Washington. Upon information and belief, Lithia Motors, Inc. wholly owns and controls Camp Automotive, Inc.

- 2.2.3 <u>Alter Ego</u>: Defendants Camp Automotive, Inc. and Lithia Motors, Inc. are alter egos of each other, and a unity of interest and ownership exists between the Defendants such that any separateness has ceased to exist, and recognition of their separate corporate status should be disregarded to avoid oppression, fraud, and inequity. At all material times, Defendant Lithia Motors, Inc.'s name and corporate marketing materials were and are incorporated into marketing materials for Camp Automotive, Inc. In addition, each Defendant was directly involved in the conduct that gives rise to the claims for relief alleged herein.
- 2.2.4 On information and belief, Defendants Lithia Motors, Inc., and Camp Automotive, Inc., do business under many other dealership names in the state of Washington.
- 2.3 <u>Defendant Class</u>: The Defendant Class consists of Defendants Camp Automotive and Lithia Motors, Inc., and all other motor vehicle dealers who itemize and collect B&O Tax and/or B&O Sales Tax on the sale of motor vehicles, parts, merchandise, or services in the state of Washington. Excluded from the Defendant Class are: Appleway Chevrolet, Inc., d/b/a Appleway Subaru/Volkswagen/Audi, Appleway Advertising, Appleway Audi, Appleway Automotive Group, Appleway Chevrolet Leasing, Appleway Group, Appleway Mazda, Appleway Mitsubishi, Appleway Subaru, Appleway Towing, Appleway Toyota, Appleway Volkswagen, East Trent Auto Sales, Lexus of Spokane, Opportunity Center, TSP Distributors, and AutoNation, Inc.

#### III. JURISDICTION AND VENUE

- 3.1 Now, and at all times relevant hereto, Plaintiffs Marcia Johnson and Theron Johnson were a married couple and residents of Spokane County, Washington.
- 3.2 Now, and at all times relevant hereto, Defendant Camp Automotive was a Washington corporation conducting business in Spokane County, Washington.
- 3.3 Now, and at all times relevant hereto, Defendant Lithia Motors, Inc., was a foreign corporation purposefully availing itself of the privilege of conducting business within the state of Washington and Spokane County. Upon information and belief, Lithia Motors,

Inc., conducts business through its wholly-owned subsidiary companies or franchisees, including Camp Automotive. Defendants maintain regular and continuous contacts with the state of Washington.

- 3.4 Venue is proper in Spokane County because the acts alleged herein occurred in whole or in part in Spokane County, Washington, because the Camp and Lithia Defendants do business in this county and because the Defendant Class acted in a concerted and systematic manner to illegally itemize and collect B&O Tax and B&O Sales Tax from Plaintiffs and the Plaintiff Class.
- 3.5 Plaintiffs and the Plaintiff Class assert no federal question. The amount in controversy as to Plaintiffs and to each member of the Plaintiff Class does not equal or exceed \$75,000, exclusive of interest and costs. More than two-thirds of all Plaintiff Class members, as well as the primary Defendants, are citizens of Washington State. In addition, the controversy involves a question of the application of Washington state law.

### IV. CLASS ACTION ALLEGATIONS

#### A. Plaintiff Class

- 4.1 Plaintiffs bring this class action lawsuit on their behalf and on behalf of all others similarly situated as members of a proposed Plaintiff Class pursuant to CR 23(a) and CR 23(b)(2). This action satisfies the numerosity, commonality, typicality, and adequacy requirements of CR 23(a). Class requirements under CR 23(b)(2) are met because Defendants and the Defendant Class have acted or refused to act in concert and systematically on grounds generally applicable to the Plaintiff Class, thereby making final injunctive relief or corresponding declaratory relief appropriate with respect to the class as a whole.
  - 4.2 The Plaintiff Class is defined as:

All individuals and entities from whom Defendants and the Defendant Class itemized and collected B&O Tax on the sale of motor vehicles, parts, merchandise, or service in the state of Washington. Excluded from the Class are Defendants and the Defendant Class, any entity in which Defendants have a controlling interest, any entity which has a controlling interest in

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Defendants, and Defendants' legal representatives, assigns, and Also excluded from the Class are: successors. Appleway Inc., d/b/a Subaru/Volkswagen/Audi, Chevrolet. Appleway Appleway Advertising, Appleway Audi, Appleway Automotive Group, Appleway Chevrolet Leasing, Appleway Group, Appleway Mazda, Appleway Mitsubishi, Appleway Subaru, Appleway Towing, Appleway Toyota, Appleway Volkswagen, East Trent Auto Sales, Lexus of Spokane, Opportunity Center, TSP Distributors, and AutoNation, Inc. Also excluded are the judge to whom this case is assigned and any member of the judge's immediate family.

- 4.3 Claims for personal injury are specifically excluded from the Plaintiff Class.
- 4.4 The Plaintiff Class is comprised of thousands of individuals and entities, making joinder impracticable. The disposition of the claims of these Plaintiff Class Members in a single class action will provide substantial benefits to all parties and to the Court.
- 4.5 The claims of the representative Plaintiffs are typical of the claims of the Plaintiff Class in that the representative Plaintiffs, like all Plaintiff Class Members, purchased goods or services from Defendants and were charged a direct B&O Tax and a B&O Sales Tax for those goods and services. It was and is illegal for Defendants to itemize and collect a B&O Tax and B&O Sales Tax from Plaintiffs and Plaintiff Class Members. The representative Plaintiffs, like all Plaintiff Class Members, have been damaged by Defendants' misconduct in that they have been illegally charged and have paid Defendants' B&O Tax and B&O Sales Tax. The factual and legal bases of Defendants' misconduct are common to all Plaintiff Class Members, and represent common and systematic practices resulting in injury to all members of the Plaintiff Class.
- 4.6 There are numerous questions of law and fact common to Plaintiffs and the Plaintiff Class, including the following:
- 4.6.1 Whether Defendants illegally itemized and collected their B&O Tax and B&O Sales Tax from Plaintiffs and the Plaintiff Class;
- 4.6.2 Whether Defendants should be declared financially responsible for notifying all Plaintiff Class Members of the illegality of their acts, and for reimbursing

Plaintiffs and the Plaintiff Class all amounts collected as B&O Tax and B&O Sales Tax, together with 12% interest per annum from date of collection, attorneys' fees, and costs;

- 4.6.3 Whether Defendants should be ordered to disgorge, for the benefit of the Plaintiff Class, all or part of the ill-gotten monies they received from itemizing and collecting B&O Tax and B&O Sales Tax, and to make full restitution to Plaintiffs and members of the Plaintiff Class;
- 4.6.4 Whether Defendants should be enjoined from continuing to collect B&O Tax and B&O Sales Tax from the Plaintiff Class.
- 4.7 Plaintiffs will fairly and adequately protect the interests of the Plaintiff Class. Plaintiffs have retained counsel with substantial experience in prosecuting consumer class actions. Plaintiffs and their counsel are committed to prosecuting this action vigorously on behalf of the Plaintiff Class, and have the financial resources to do so. Neither Plaintiffs nor their counsel have any interests adverse to those of the Plaintiff Class.
- As a result of Defendants' misconduct, Plaintiffs and members of the Plaintiff Class have suffered incidental damages to the extent they have wrongfully paid B&O Tax and B&O Sales Tax. Because of the relatively small size of the typical damages, and because most Plaintiff Class Members have only relatively modest resources, it is unlikely that individual Plaintiff Class Members could afford to seek recovery against Defendants on their own. This is especially true in light of the size and resources of Defendants. A class action is therefore likely to be the only means for Plaintiff Class Members to recover from Defendants for the damage they have caused, and is superior to other available methods for the fair and efficient adjudication of the controversy. Class treatment of common questions of law and fact would also be superior to multiple individual actions or piecemeal litigation in that class treatment will conserve the resources of the courts and the litigants, and will promote consistency and efficiency of adjudication.

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4.9 Plaintiffs bring this action against the named Defendants, individually and as representatives of a proposed Defendant Class pursuant to CR 23(a) and CR 23(b)(2). This action satisfies the numerosity, commonality, typicality, and adequacy requirements of CR 23(a). Class requirements under CR 23(b)(2) are met because Defendants and the Defendant Class have acted or refused to act systematically, on grounds generally applicable to the Plaintiff Class, thereby making appropriate final injunctive relief or corresponding declaratory relief with respect to the Plaintiff Class as a whole.

#### The Defendant Class is defined as: 4.10

All motor vehicle dealers who itemized and collected B&O Tax and/or B&O Sales Tax on the sale of motor vehicles, parts, merchandise, or service in the state of Washington. Excluded from the Defendant Class are: Appleway Chevrolet, Inc., d/b/a Subaru/Volkswagen/Audi, Appleway Advertising, Appleway Appleway Audi, Appleway Automotive Group, Appleway Chevrolet Leasing, Appleway Group, Appleway Mazda, Appleway Mitsubishi, Appleway Subaru, Appleway Towing, Appleway Toyota, Appleway Volkswagen, East Trent Auto Sales, Lexus of Spokane, Opportunity Center, TSP Distributors, and AutoNation,

- Upon information and belief, the Defendant Class is comprised of hundreds of 4.11 entities, making joinder impracticable. The disposition of the claims of these Defendant Class Members in a single class action will provide substantial benefits to all parties and to the Court.
- The defenses of the representative Defendants are typical of the claims of the 4.12 Defendant Class in that the representative Defendants, like all Defendant Class Members, itemized and collected B&O Tax and a B&O Sales Tax directly from consumers for goods and services. It was and is illegal for Defendants to itemize and collect a B&O Tax and B&O Sales Tax from Plaintiffs and Plaintiff Class Members. The conduct of the representative Defendants, like that of all Defendant Class Members, damaged Plaintiffs and all members of the Plaintiff Class in that they were illegally charged and have paid Defendants' B&O Tax and B&O Sales Tax. The factual and legal bases of Defendants' misconduct are common to all